

MAIL TO:
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Registry of Charitable Trusts
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COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

ANNUAL FINANCIAL REPORT FOR 20 04 (California Government Code Section 12599)

Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



109-12

Name and Address of Commercial Fundraiser:

The Heritage Company, Inc.

Name of commercial fundraiser

2402 Wildwood Avenue

Address of commercial fundraiser

Sherwood

AR 72120

City, State, and ZIP Code

Name and Address of Charitable Organization:

GT No. 100685

F.E.I.N. No. _____

Special Olympics Northern California

Name of charity

3480 Buskirk Avenue, Suite 340

Address of charity

Pleasant Hill

CA 94523

City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☒

Telemarketing

held (on) (from) 1/1, 20 04, to 12/31/, 20 04

(Type of activity)

(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☐ Percentage ☐ Other ☒

If other, provide brief explanation Cash guarantee vs %

1. REVENUE

A. Cash contributions

\$1,502,889.78

A.

B. Entertainment sales or admission charges

B.

C. Sales from products

C.

D. Advertisement sales

D.

E. Membership fees

E.

F. Other sources: (Specify)

a.

Fa.

b.

Fb.

c.

Fc.

d.

Fd.

G. TOTAL REVENUE

\$1,502,889.78

G.

2. EXPENSES

A. Fees or commissions

\$47,797.71

A.

B. Salaries

\$192,108.37

B.

C. Payroll taxes

C.

D. Employee benefits

D.

E. Cost of merchandise for resale

E.

F. Cost of entertainment

F.

G. Postage

\$19,247.40

G.

H. Advertising

\$22,455.30

H.

I. Telephone

\$263,368.59

I.

J. Rental of equipment

\$101,369.64

J.

K. Facilities charge

K.

L. Permits

\$17,964.24

L.

M. Other expenses: (Specify)

a. Supplies

\$10,906.86

Ma.

b. Accounting/Data Processing

\$126,391.26

Mb.

c. List Preparation

\$9,944.49

Mc.

d.

Md.

N. TOTAL EXPENSES

\$811,553.86

N.

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MAR 10 2005

Attorney General's
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MAY 02 2005

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COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES
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3. Amount to charity (subtract line 2N from line 1G) \$691,335.92 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) \$0.00 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) \$0.00 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) \$691,335.92 6. ✓

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization
See attached list of officers and directors		

- (b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (commercial fundraiser)

Glenda Keenihan Secretary/Treasurer 1/21/05

Printed name

Title

Date

This report must be signed by two officers or directors of the charitable organization for verification.

Signature of authorized officer/director (charity) 11

Michael A. Mayo CFO/Secretary 2/18/05

Printed name

Title

Date

Signature of authorized officer/director (charity)

Richard E. Collette Jr CEO 2/18/05

Printed name

Title

Date

CAMPAIGN FINANCIAL REPORT

THE HERITAGE COMPANY

(Name of Professional Solicitor)

(Registration Number)

SPECIAL OLYMPICS - NORTHERN CALIFORNIA

For the period beginning 01/01/04 through 12/31/04

GROSS REVENUE	<u>1,502,889.78</u>		
EXPENSES			
SALARIES, WAGES, COMMISSIONS	<u>354,793.74</u>		
PROMOTIONAL FEES	<u>47,797.71</u>		
POSTAGE	<u>19,247.40</u>		
TELEPHONE	<u>263,368.59</u>		
RENT	<u>101,369.64</u>		
SUPPLIES	<u>10,906.86</u>		
LICENSES, PERMITS	<u>17,964.24</u>		
ADVERTISING	<u>22,455.30</u>		
ACCOUNTING/DATA PROCESSING	<u>126,391.26</u>		
LIST PREPARATION	<u>9,944.49</u>		
OTHER:			
TOTAL EXPENSES	<u>974,239.23</u>	64.82%	
Net Proceeds	<u>528,650.55</u>		35.18%
Amount Retained by Charitable Organization or Sponsor	<u>691,335.92</u>		46.00%
Percentage of Funds Received by Charitable Organization or Sponsor	<u>46.00%</u>		
(Amount Retained by the Charitable Organization or Sponsor divided by Gross Revenue)			
Net Income/Loss (-) to THC	<u>-162,685.37</u>		-10.82%
(pending ongoing collections & reconciliations)			

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MAR 10 2005

**Attorney General's
Registry of Charitable Trusts**